INPUT
Systems Integration
Conference II
November 2-3, 1989
New York Inter-Continental Hotel

Register today by calling 703-847-6870

Fee Schedule
The regular conference fee is $695; $495 for additional attendees from the same company. Per their contract, subscribers to INPUT's Systems Integration Program may send two representatives at no charge. Additional client personnel may attend the conference at a charge of $295.

EARLY BIRD DISCOUNT!!
There is a 10% Discount on all conference registrations received prior to October 2, 1989

Registration Form
Yes! Please sign me up for the Systems Integration Conference, November 2 & 3, 1989 at the New York Inter-Continental Hotel.

- ❑ Check enclosed in the amount of $_____
- ❑ Bill me in the amount of $_____ on Purchase Order #_____. Payment must be received before conference.
- ❑ Systems Integration client attending at no charge.

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State _____ Zip _____

Telephone: (_____)_____ Signature:_____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to
INPUT, 8298 Old Courthouse Road, Vienna, VA 22182
or call Barbara Fisher, Conference Coordinator, at (703) 847-6870.
You can also FAX your registration to us at (703) 847-6872.

Cancellations must be in writing. Cancellations received after October 2 will be assessed a $50 cancellation fee.

INPUT®
8298 Old Courthouse Road, Vienna, VA 22182
703 847-6870 Fax 703 847-6872

Systems Integration: Expanding Perspectives

Dear Executive:

The systems integration market continues to expand at a rate well in excess of other information services markets and continues to be recognized as the most significant development in this industry in the 1980's. This dynamic industry sector offers many new and significant opportunities to the informed executive.

INPUT's Systems Integration Annual Conference in New York City, November 2-3, 1989, is tailored for sales, marketing, planning or business development management who wish to not only understand these opportunities, but also expand their perspectives regarding new systems integration market developments and management techniques.

With a mix of INPUT presentations and information industry and SI buyer speakers, the INPUT Systems Integration Conference presents an ideal opportunity to learn about this market, talk informally to INPUT executives and systems integration buyers, and meet with peers from any other leading information services companies. Attendees typically leave with the feeling that a great deal of valuable information has been communicated to them.

A brochure describing the Conference and registration form are enclosed. Please complete the registration form and mail or fax it to us, or call (703) 847-6870 for further information. We look forward to seeing you at this important conference.

Sincerely,

John. E. Frank
Vice President

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DONE

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SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES

A Conference on the New Issues and Opportunities in Systems Integration

November 2 & 3, 1989
Inter-Continental Hotel
New York

INPUT®

Systems Integration: Expanding Perspectives

KEY BENEFITS OF ATTENDING THIS CONFERENCE

- You will learn how successful systems integration programs are managed from the perspectives of vendors, users and industry experts
- You will learn about the role of systems operations as a component or follow-on SI offering from both vendors' and users' perspectives
- You can make better decisions about Systems Integration strategies by interaction with other key market participants
- You can confirm your SI market plans through the latest market data from INPUT and market experts
- Your perspectives will be expanded regarding the key issues and opportunities in systems integration

WHO SHOULD ATTEND?

- Systems Integration vendor marketing and operating executives
- Systems Integration planning management
- Information Services firms considering SI participation
- Executives of companies who are contemplating using Systems Integration Services
- Computer equipment providers
- Professional services firms
- Systems Operations companies

CONFERENCE OVERVIEW

INPUT, a leading provider of information systems and services research and consulting, is pleased to present a conference that focuses on the new and expanding issues of the systems integration (SI) market. Seldom has an information service caught on as rapidly as SI; many industry vendors are finding it an essential offering for them to recognize, as full service providers, or as an important opportunity for expanding their revenues through teaming or subcontracting to prime vendors. INPUT believes that as this market matures, vendors will have to expand their offerings and improve their SI management capabilities.

To expand your perspectives regarding systems integration, INPUT's conference will include presentations and panel discussions on vital issues affecting SI. Systems Integration user/buyers will discuss their actual experiences implementing systems. Industry experts and vendor executives will discuss key SI issues and opportunities. If you're involved in SI today, or contemplating entry, you should be aware of new market developments. This is a valuable opportunity to inform yourself.

Don't miss it.

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CONFERENCE AGENDA

Day 1—Thursday, November 2

8:00	*Registration and Continental Breakfast*
8:45	Welcome and Conference Introduction
9:00 - 10:00	**Systems Integration Market Analysis, 1989-1994.** An update of INPUT's market forecast for systems integration in the commercial and federal markets.
10:15 - 11:15	**Program/Project Management.** The results of INPUT's study of vendor and user views of program/project management techniques and tools and their importance in systems integration projects.
11:30 - 12:30	**Avoiding Major Program Performance Failures.** A discussion by an industry expert on the advances in program/project management techniques and tools.
12:30 - 2:00	*Lunch*
2:00 - 3:00	**Systems Integration Systems Operations.** The results of INPUT's study of vendors and users regarding their amenability and motivations for contract operations of systems developed through SI.
3:45 - 5:15	**Prospects and Problems of Systems Operations.** A panel of vendor executives will discuss the opportunities and issues in the systems operations business.
5:30 - 7:00	*Reception*

Day 2—Friday, November 3

8:00	*Registration and Continental Breakfast*
9:00	Agenda and Introduction
9:15 - 10:45	**Systems Integration Opportunities for Secondary Suppliers.** A panel discussion by vendor executives of the roles and opportunities for firms as subcontractors to systems integration prime contractors.
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12:00 - 1:30	*Lunch*
1:30 - 2:30	**Buyers' Experiences** (continued)
2:45 - 3:45	**Report on INPUT's 1989 Systems Integration Program Status and 1990 Plans**
3:45 - 4:00	Summary and Close

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Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance, and support).

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SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES
November 2 & 3, 1989, Inter-Continental Hotel, New York

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DESCRIPTION SI SEMINAR BROCHURE

PROJECT CODE SCON

AUTHOR DOUG WILDER

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- ❑ Exhibits _____
- ❑ Questionnaire _____
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- ❑ News Release _____
- ❑ Form _____
- ❑ Brochure _____
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SPECIAL INSTRUCTIONS

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Quantity/Slides/Foils _____
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Paper Size _____ X _____
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Number of Pages _____

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- ❑ Cover _____
- ❑ Paper Color _____
- ❑ Ink Color _____
- ❑ Copyright Paper
- ❑ Fold ❑ 1/2 fold ❑ 1/3 fold
- ❑ Pad
- ❑ Saddle Stitch
- ❑ Box
- ❑ Shrink Wrap
- ❑ Staple ❑ Corner ❑ 2 on side

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❑ First Class ❑ Bulk ❑ Address Labels (Zip Code Order)

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- ❑ Letter _____
- ❑ Questionnaire _____
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- ❑ Form _____
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- ❑ Other _____
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WORK SPECIFICATIONS

DATE OF PRESENTATION: November 2&3

Additional Information

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Quantity/Slides/Foils _____

Quantity/Hard Copy _____

Paper Size _____ X _____

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Number of Pages 4

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DESTINATION: INPUT - MT VIEW

FAX NUMBER: 415-961-3966

ATTENTION: ANDREA JERIS

Telephone Number/Location:

NUMBER OF PAGES: 1 of 6

CONFIDENTIAL CORRESPONDENCE YES ___ NO ___

URGENT YES ___ NO ___

DESCRIPTION: Per our discussion
(1) Conference overview paragraph: Line 6 should read "offering" (2) Buyer experience, two buyers will each talk about the experience of their differing firms (2)

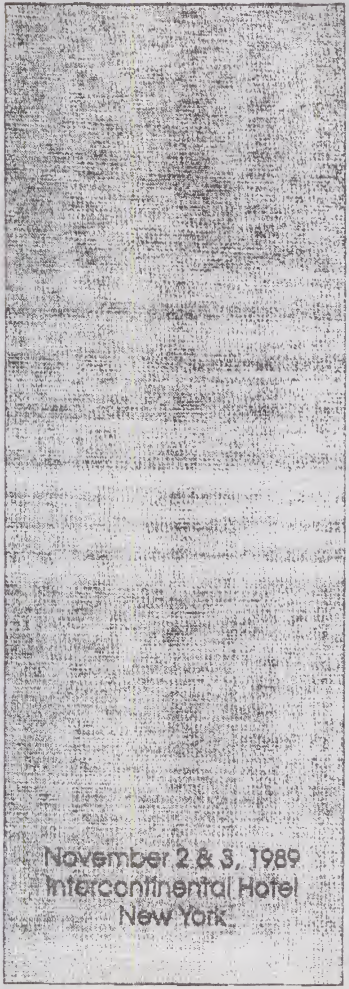
FROM: Doug Wilder

DATE: July 25, 1989

INPUT Project Charge Code:

FILE: ___ CHRON: ___ CONTACT: ___ OTHER: ___ (Specify) ___

also in same paragraph should be [illegible] integration - not integrations



SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES

A Conference on the New Issues and Opportunities in Systems Integration

November 2 & 3, 1989
Intercontinental Hotel
New York

INPUT

CONFERENCE AGENDA

Day 1—Thursday, November 2

8:00	*Registration and Continental Breakfast*
8:45	Welcome and Conference Introduction
9:00 - 10:00	**Systems Integration Market Analysis, 1989-1994.** An update of INPUT's market forecast for systems integration in the commercial and federal markets.
10:15 - 11:15	**Program/Project Management.** The results of INPUT's study of vendor and user views of program/project management techniques and tools and their importance in systems integration projects.
11:30 - 12:30	**Avoiding Major Program Performance Failures.** A discussion by an industry expert on the advances in program/project management techniques and tools.
12:30 - 2:00	*Lunch*
2:00 - 3:00	**Systems Integration Systems Operations.** The results of INPUT's study of vendors and users regarding their amenability and motivations for contract operations of systems developed through SI.
3:45 - 5:15	**Prospects and Problems of Systems Operations.** A panel of vendor executives will discuss the opportunities and issues in the systems operations business.
5:30 - 7:00	*Reception*

Day 2—Friday, November 3

8:00	*Registration and Continental Breakfast*
9:00	Agenda and Introduction
9:15 - 10:45	**Systems Integration Opportunities for Secondary Suppliers.** A panel discussion by vendor executives of the roles and opportunities for firms as subcontractors to systems integration prime contractors.
11:00 - 12:00	**Buyers' Experiences.** Two systems integration buyer executives will discuss their firm's actual experiences in planning for and implementing systems integration projects. These discussions will include managing the vendor interface and the benefits that systems integration provides.
12:00 - 1:30	*Lunch*
1:30 - 2:30	**Buyers' Experiences** (continued)
2:45 - 3:45	**Report on INPUT's 1989 Systems Integration Program Status and 1990 Plans**
3:45 - 4:00	Summary and Close

About INPUT

INPUT provides planning, information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance, and support).

Many of INPUT's professional staff members have more than twenty years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise allows INPUT to supply practical solutions to often complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES
November 2 & 3, 1989, Inter-continental Hotel, New York

CONFERENCE REGISTRATION FEES

Clients—Of course, INPUT Systems Integration clients may send two representatives as part of their service contract. Additional client personnel may attend the conference at a charge of $295.

Non-clients—The first representative of a non-client company may attend the conference for $695. Additional attendees from the same non-client company may attend for $495.

PAYMENT AND CANCELLATION POLICY
You may cancel your reservation without a $50 cancellation fee until October 9, 1989. Cancellations must be in writing. INPUT will consider purchase order numbers or company checks as proper reservations. Credit cards cannot be accepted. INPUT reserves the right to make changes to this conference without notice.

ACCOMMODATION

The Mark Hopkins Inter-continental Hotel is one of the finest in New York. It is in an ideal location, just off of Park Avenue. This hotel offers the finest amenities and accommodations and a very special price for INPUT of Conference attendees: $195.00 single or double—almost $50.00 off the regular price.

Please make your reservations directly with the hotel by calling (212) 755-5900; ask for the INPUT group rate. Room space can only be guaranteed until October 9, 1989, so book early!

REGISTER TODAY!
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FAX: 703-847-8672

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Systems Integration: Expanding Perspectives

KEY BENEFITS OF ATTENDING THIS CONFERENCE

- You will learn how successful systems integration programs are managed from the perspectives of vendors, users and industry experts
- You will learn about the role of systems operations as a component or follow-on SI offering from both vendors' and users' perspectives
- You can make better decisions about Systems Integration strategies by interaction with other key market participants
- You can confirm your SI market plans through the latest market data from INPUT and market experts
- Your perspectives will be expanded regarding the key issues and opportunities in systems integration

WHO SHOULD ATTEND?

- Systems Integration vendor marketing and operating executives
- Systems Integration planning management
- Information Services firms considering SI participation
- Executives of companies who are contemplating using Systems Integration Services
- Computer equipment providers
- Professional services firms
- Systems Operations companies

CONFERENCE OVERVIEW

INPUT, a leading provider of information systems and services research and consulting, is pleased to present a conference that focuses on the new and expanding issues of the systems integration (SI) market. Seldom has an information service caught on as rapidly as SI, many industry vendors are finding it an essential offering for them to recognize, as full service providers or as an important opportunity for expanding their revenues through teaming or subcontracting to prime vendors. INPUT believes that as this market matures vendors, will have to expand their offerings and improve their SI management capabilities.

To expand your perspectives regarding systems integration, INPUT's conference will include presentations and panel discussions on vital issues affecting SI. Systems Integration user/buyers will discuss their actual experiences implementing systems. Industry experts and vendor executives will discuss key SI issues and opportunities. If you're involved in SI today, or contemplating entry, you should be aware of new market developments. This is a valuable opportunity to inform yourself.

Don't miss it.

OUR SYSTEMS INTEGRATION CREDENTIALS

In 1984 INPUT foresaw the growing need for SI planning data and we included it in our Market Analysis Program (MAP). Since then SI has become the fastest growing opportunity in the information services markets. In 1987 INPUT established a separate Systems Integration Program (SIP) to handle the special needs of clients that were focused on the SI market. This research and consulting service is extremely comprehensive—we believe the best in the business—and it is coordinated with INPUT's other information services research and consulting programs. Our service is subscribed to by most of the leading SI vendors in the U.S. We have a similar service in Europe and are developing initial sizings of this market in the remaining areas of the world, as well...

In conjunction with our Systems Integration Program, INPUT provides two annual conferences, the second of which is described herein. Our clients can attend these conferences as part of their service contract. Companies that do not yet subscribe are invited to attend the conference for the fees listed on the back of this brochure. A limited number of seats are available for non-subscribers, so please register early.

SEND B INPUT WASHINGTON DC ; 7-24-89 1:37PM ; 7038470870 4 9961396;# 1

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FAX (703) 847-6872

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DESTINATION: Input - Mt View

FAX NUMBER: 415-961-3966

ATTENTION: Andrea Serra

Telephone Number/Location:

NUMBER OF PAGES: 1 of 5

CONFIDENTIAL CORRESPONDENCE YES NO

URGENT YES NO

DESCRIPTION: Andrea - Please note we are changing from a seminar to conference and allowing client to attend both days! Prices have changed.

****

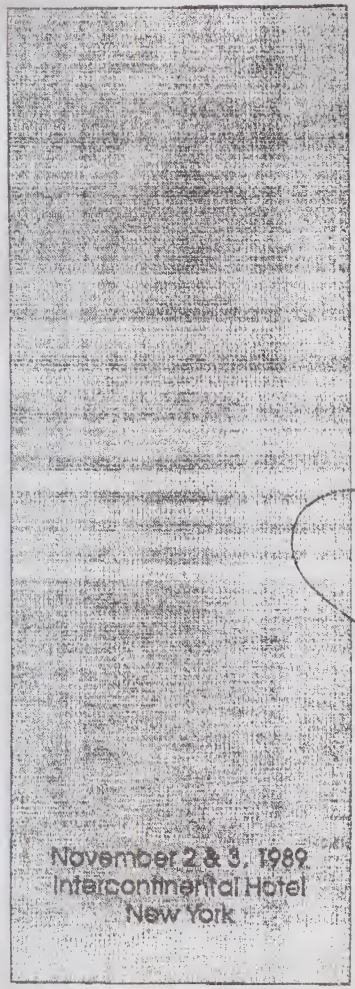
FROM: Doug Wilde

DATE: 7-24-89

INPUT Project Charge Code:

FILE: CHRON: CONTACT: OTHER: (Specify)

SENT BY: INPUT WASHINGTON DC ; 7-24-89 1:38PM ; 7038476874 4 596139661# 2



SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES

A ~~Seminar~~ Conference on the New Issues and Opportunities in Systems Integration

November 2 & 3, 1989
Intercontinental Hotel
New York

INPUT

CONFERENCE AGENDA

Day 1—Thursday, November 2

~~(Unlimited Contents)~~

8:00	*Registration and Continental Breakfast*
8:45	Welcome and Conference Introduction
9:00 - 10:00	Systems Integration Market Analysis, 1989-1994. An update of INPUT's market forecast for systems integration in the commercial and federal markets.
10:15 - 11:15	Program/Project Management. The results of INPUT's study of vendor and user views of program/project management techniques and tools and their importance in systems integration projects.
11:30 - 12:30	Avoiding Major Program Performance Failures. A discussion by an industry expert on the advances in program/project management techniques and tools.
12:30 - 2:00	*Lunch*
2:00 - 3:00	Systems Integration Systems Operations. The results of INPUT's study of vendors and users regarding their amenability and motivations for contract operations of systems developed through SI.
3:45 - 5:15	Prospects and Problems of Systems Operations. A panel of vendor executives will discuss the opportunities and issues in the systems operations business.
5:30 ~~6:00~~ - 7:00	~~Winner's Circle~~ *Reception*

Day 2—Friday, November 3 ~~(Unlimited Contents)~~

8:00	*Registration and Continental Breakfast*
9:00	Agenda and Introduction
9:15 - 10:45	Systems Integration Opportunities for Secondary Suppliers. A panel discussion by vendor executives of the roles and opportunities for firms as subcontractors to systems integration prime contractors.
11:00 - 12:00	Buyers Experiences. Two systems integrations buyer executives will discuss their firm's actual experiences in planning for and implementing systems integration projects. These discussions will include managing the vendor interface and the benefits that systems integration provide.
12:00 - 1:30	*Lunch*
1:30 - 2:30	Buyers Experiences (continued)
2:45 - 3:45	Report on INPUT's 1989 Systems Integration Program Status and 1990 Plans

~~Cocktail Reception for Clients~~

~~4:00 - 5:00~~	~~A summary presentation of INPUT's 1989 research in Program Management and Systems Operations as described in the agenda for the client's presentation on Day 1, November 2~~
3:45 - 4:00 ~~5:00 - 6:00~~	Summary and Close

Systems Integration: Expanding Perspectives

conference

KEY BENEFITS OF ATTENDING THIS ~~SEMINAR~~ CONFERENCE

- You will learn how successful systems integration programs are managed from the perspectives of vendors, users and industry experts
- You will learn about the role of systems operations as a component or follow-on SI offering from both vendors and users perspectives
- You can make better decisions about Systems Integration strategies by interaction with other key market participants
- You can confirm your SI market plans through the latest market data from INPUT and market experts
- Your perspectives will be expanded regarding the key issues and opportunities in systems integration

WHO SHOULD ATTEND?

- Systems Integration vendor marketing and operating executives
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- Information Services firms considering SI participation
- Executives of companies who are contemplating using Systems Integration Services
- Computer equipment providers
- Professional services firms
- Systems operations companies

~~SEMINAR~~ OVERVIEW

conference

INPUT, a leading provider of information systems and services research and consulting, is pleased to present a ~~seminar~~ that focuses on the new and expanding issues of the systems integration (SI) market. Seldom has an information service caught on as rapidly as SI and many industry vendors are finding is an essential offering for them to recognize as full service providers or as an important opportunity for expanding their revenues through teaming or subcontracting to prime vendors. INPUT believes that as this market matures vendors will have to expand their offerings and improve their SI management capabilities.

conference

To expand your perspectives regarding systems integration, INPUT's ~~seminar~~ will include presentations and panel discussions on vital issues effecting SI. Systems integration user/buyers will discuss their actual experiences implementing systems. Industry experts and vendor executives will discuss key SI issues and opportunities. If your involved in SI today, or contemplating entry, you should be aware of new market developments. This is a valuable opportunity to inform yourself.

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In conjunction with our Systems Integration Program INPUT provides two annual conferences, the second of which is described herein. Our clients can attend these conferences as part of their service contract. Companies that do not yet subscribe are invited to attend [redacted] the conference for the fees listed on the back of this brochure. A limited number of seats are available for non-subscribers, so please register early.

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SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES
NOVEMBER 2 & 3, 1989, INTERCONTINENTAL HOTEL, NEW YORK

CONFERENCE REGISTRATION FEES

Clients—Of course, INPUT Systems Integration clients may send two representatives as part of their service contract. Additional client personnel may attend the conference at a charge of [redacted] 295.00

Non-clients—The first representative of a non-client company may attend [redacted] the conference ~~seminar~~ for [redacted]. Additional attendees from the same non client company may attend for [redacted] 495, $695

PAYMENT AND CANCELLATION POLICY
You may cancel your reservation without a $50 cancellation fee until October 9, ~~1898.~~ Cancellations must be in writing. INPUT will consider purchase order numbers or company checks as proper reservations. Credit cards cannot be accepted. INPUT reserves the right to make changes to this conference without notice.

ACCOMMODATION

The Mark Hopkins Intercontinental Hotel is one of the finest in New York. An ideal location, just off of Park Avenue, this hotel offers the finest amenities and accommodations and a very special price for INPUT [illegible] conference attendees. $195.00 single or double, almost $50.00 off the regular price.

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REGISTER TODAY!
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pg 1

SYSTEMS INTEGRATION:
EXPANDING PERSPECTIVES

A SEMINAR ON THE NEW
ISSUES AND OPPORTUNITES
IN SYSTEMS INTEGRATION

NOVEMBER 1 & 2 2 & 3
INTERCONTINENTAL HOTEL
NEW YORK

SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES

A SEMINAR ON SI ISSUES & OPPORTUNITIES THE NEW

(3) KEY BENEFITS OF ATTENDING THIS SEMINAR

(1) SEMINAR OVERVIEW

(4) WHO SHOULD ATTEND.

(2) Our Systems Integration Credentials

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SENT BY:INPUT WASHINGTON DC ; 7-19-89 2:05PM ; 7038476872-4159603966;# 1

1

Seminar Overview

INPUT, a leading provider of information systems and services research and consulting, is pleased to present a seminar that focuses on the new and expanding issues of the systems integration (SI) market. Seldom has a information service caught on as rapidly as SI and many industry vendors are finding it an essential offering for them to recognized as full service providers or as an important opportunity for expanding their revenues through teaming or subcontracting to prime vendors. INPUT believes that as this market matures vendors will have to expand their offerings and improve their SI management capabilities.

To expand your perspectives regarding systems integration, INPUT's seminar will include presentations and panel discussions on vital issues effecting SI. System integration user/buyers will discuss their actual experiences implementing systems. Industry experts and vendor executives will discuss key SI issues and opportunities. If your involved in SI today, or contemplating entry, you should be aware of new market developments. This is a valuable opportunity to inform yourself.

Don't miss it.

2

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In conjuction with our Systems Integration Program INPUT provides two annual conferences, the second of which is described herein. Our clients can attend these conference as part of their service contract. Companies that do not yet subscribe are invited to attend the second day of the conference for the fees listed on the back of this brochure. A limited number of seats are available for non-subscribers, so please register early.

(3)

Key Benefits of Attending This Seminar

* You will learn how successful systems integration programs are managed from the perspectives of vendors, users and industry experts

* You will learn about the role of systems operations as a component or follow-on SI offering from both vendors and users perspectives

* You can make better decisions about Systems Integration strategies by interaction with other key market participants

* You can confirm your SI market plans through the latest market data from INPUT and market experts

* Your perspectives will be expanded regarding the key issues and opportunities in systems integration

(4)

Who Should Attend?

* Systems Integration Vendor Marketing and Operating Executives

* Systems Integration Plannning Management

* Information Services Firms Considering SI Participation

* Executives of Companies Who are Contemplating Using Systems Integration Services

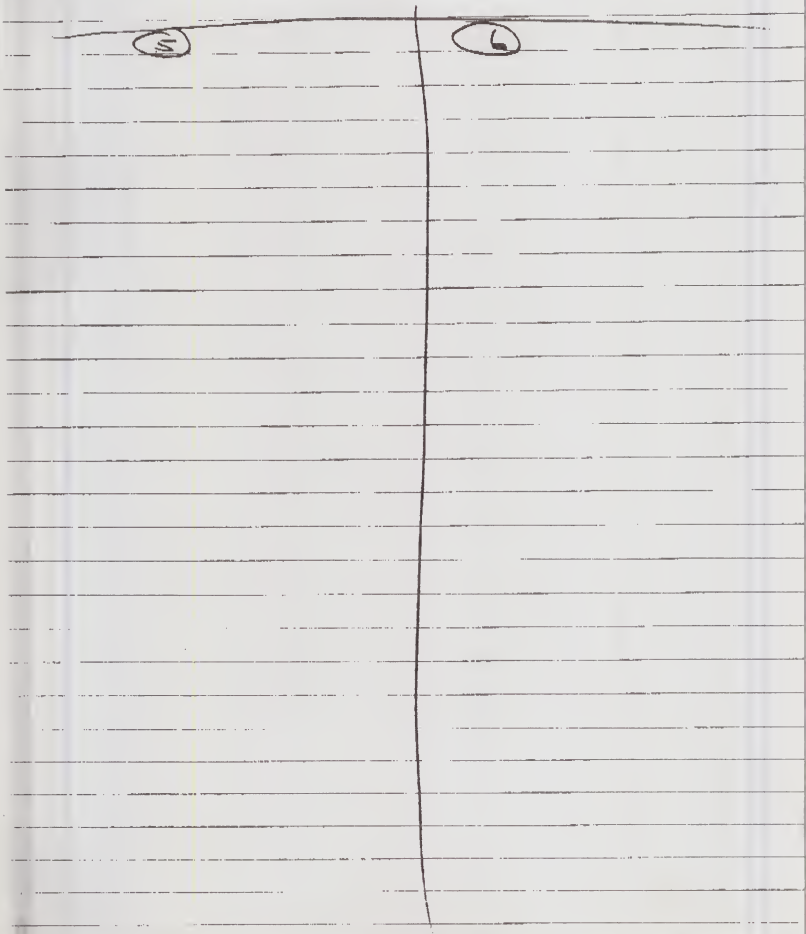
* Computer Equipment Providers

* Professional Services Firms

* Systems Operations Compaies

F8

SEMINAR AGENDA



5

Day 1 - Thursday, November 2 (Limited to Clients)

8:00	Registration & Continental Breakfast
8:45	Welcome and Conference Introduction
9:00 - 10:00	Systems Integration Market Analysis - 1989 - 1994. An update of INPUT's market forecast for systems integration in the commercial and federal markets.
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11:30 - 12:30	Avoiding Major Program Performance Failures A discussion by an industry expert on the advances in program/project management techniques and tools.
12:30 2:00	Lunch
2:00 - 3:00	Systems Integration Systems Operations - the results of INPUT's study of vendors and users regarding their amenability and motivations for contract operations of systems developed through SI
3:45 - 5:15	Prospects and Problems of Systems Operations - A panel of vendor executives will discuss the opportunities and issues in the systems operations business
6:00 - 7:00	Wine And Cheese Reception

(6)

Day 2 - Friday, November 3 (Non-Clients Welcome)

8:00	Registration & Continental Breakfast
9:00	Agenda and Introductions
9:15 - 10:45	Systems Integration Opportunities for Secondary Suppliers - A panel discussion by vendor executives of the roles and opportunities for firms as subcontractors to systems integration prime contractors.
11:00 - 12:00	Buyers Experiences - Two systems integrations buyer executives will discuss their firm's actual experiences in planning for and implementing systems integration projects. These discussions will include managing the vendor interface and the benefits that systems integration provide.
12:00 - 1:30	Lunch
1:30 - 2:30	Buyers Experiences (Continued)
2:45 - 3:45	Report on INPUT's 1989 Systems Integration Program Status & 1990 Plans

End of Program for Clients

4:00 - 5:00	A summary presentation of INPUT's 1989 research in Program Management & Systems Operations as described in the agenda for the Clients presentation on Day 1(November 1)
5:00 - 5:15	Summary and Close

8

INPUT
8298 Old Courthouse Rd., Vienna, VA 22182 (703) 847-6870
Fax (703) 847-6872

~~MARIE M. SCHLEGEL~~
Research Assistant

ACCOMMODATION

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Pg 1

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SYSTEMS INTEGRATION: EXPANDING PERSPECTIVES
NOVEMBER 1-2, 1989 INTERCONTINENTAL HOTEL, NEW YORK
2 & 3

7 CONFERENCE REGISTRATION

FEES: $895 for the first registrant ($695 until June 15); $595 for additional attendees from the same company (or division).

EDI Reporter Combo Offer: Get the *EDI Reporter* newsletter, a monthly publication that tracks trends and events in EDI, for 12 months and this conference for only $895. SAVE!

Of course, INPUT EDI program clients may send two representatives as part of their service contract. For more information on planning services for EDI Management, call us. We will be pleased to describe our complete services package for the EDI industry.

PAYMENT AND CANCELLATION POLICY

October

You may cancel your reservation until June 15. Cancellations must be in writing and a $50 cancellation fee will apply. No refunds will be given if cancelled less than 15 days in advance. INPUT will deem purchase order numbers the same as a company check. We do not accept credit cards. Although no changes are anticipated, we reserve the right to make changes to this conference without notice.

ACCOMMODATION

The Portman Hotel is one of the finest in San Francisco. An ideal location one block from Union Sq[illegible] and accom[illegible] INPUT E[illegible] $145 single [illegible] double, [illegible] room price.

8

Please make your reservations directly with the hotel and ask for the INPUT group rate. Room space can only be guaranteed until June 15 so book early!

$195

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California • New York • Washington D.C. • London • Paris • Tokyo

include

(7)

Conference Registration

FEES:

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Payment and Cancellation Policy

same as EDI Brochure